

U.S. DEPARTMENT OF COMMERCE
Economics and Statistics Administration
U.S. CENSUS BUREAUFORM
SA-5112ADUE
DATE ▸

1999 SERVICE ANNUAL SURVEY

Software Publishers

NOTICE — Your report to the Census Bureau is confidential by law (Title 13, U.S. Code). It may be seen only by sworn Census employees and may be used only for statistical purposes. The law also provides that copies retained in your files are immune from legal process.

RETURN COMPLETED FORM TO

U.S. CENSUS BUREAU
1201 East 10th Street
Jeffersonville, IN 47132-0001Any questions call
1-800-772-7851 weekdays,
8:30 a.m. to 5:00 p.m. EST138
511210SAS_I
T

(Please correct any error in name, address, or ZIP Code)

YOUR RESPONSE IS REQUIRED BY LAW. Title 13, U.S. Code, requires businesses and other organizations that receive this questionnaire to answer the questions and return the report to the Census Bureau.

Item 1 SURVEY COVERAGE

This report covers all domestic locations operated by your company and its subsidiaries primarily engaged in computer software publishing or publishing and reproduction. Locations in this industry carry out operations necessary for producing and distributing computer software, such as designing, providing documentation, assisting in installation, and providing support services to software purchasers. These locations may design, develop, and publish, or publish only.

Does the above coverage describe this firm's business activity?

0001 1 ☐ Yes — Continue with Item 32 ☐ No — Specify your business activity and continue with Item 3 ▸

0002

Item 2 NOT APPLICABLE TO THIS FORM

Item 3 REPORT PERIOD

Mark (X) the one box which best describes the period covered by your report.

0006 1 ☐ Calendar year — Go to Item 4A

If the data reported are for a period other than the "calendar year," please enter the beginning and ending dates.

2 ☐ Fiscal year3 ☐ Less than 12 months } →

From

To

1999			1998		
Month	Day	Year	Month	Day	Year
0007			0057		
0008			0058		

Item 4A REVENUE

Total Revenue _____

If book figures are not available, estimates are acceptable. Please refer to the enclosed instructions before making your entries.

Key code	1999				Key code	1998			
	Bil.	Mil.	Thou.	Dol.		Bil.	Mil.	Thou.	Dol.
002					052				

Item 4B EXPORTS

Estimates are acceptable if book figures are not available.

Note — An export is a tangible or intangible product (e.g., good, license agreement, reproduction right, service) that is sold or transferred to a customer or client (individual, government, business establishment, etc.) located outside the United States (i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions). Include revenue from the sale of personal computer software, enterprise software, systems and systems management software, electronic business enabling software and technologies, mainframe computer software and software services to customers or clients located outside the United States. Products transferred to, sold to, or services performed for unaffiliated and affiliated foreign firms (i.e., foreign parent firms, subsidiaries, branches, etc.) are included. Exclude products provided to domestic subsidiaries of foreign firms.

Did the revenue reported in Item 4A include any amounts received for exported services or products?

0009 1 ☐ Yes
2 ☐ No

Key code	1999				Key code	1998			
	Bil.	Mil.	Thou.	Dol.		Bil.	Mil.	Thou.	Dol.
004					054				

Item 4C E-COMMERCE RECEIPTS/REVENUE

(E-commerce receipts/revenue are sales of goods and services over an Internet, extranet, EDI, or other online system. Payment may or may not be made on-line.)

Estimates are acceptable if book figures are not available.

1. Did your firm have e-commerce receipts/revenue during 1999 and/or 1998?

0011 1 ☐ Yes — Enter the date your firm began e-commerce sales.
2 ☐ No — Continue to Item 4D.

Month (i.e., June=06)	Year (i.e., 1999=99)
0010	

2. What were your firm's e-commerce receipts/revenue for 1999 and 1998? (Include e-commerce receipts/revenue in Item 4A. Exclude sales taxes.)

Key code	1999				Key code	1998			
	Bil.	Mil.	Thou.	Dol.		Bil.	Mil.	Thou.	Dol.
005					055				

Item 4D INVENTORIES AT END OF YEAR

Estimates are acceptable if book figures are not available.

Report inventories at cost or market value using generally accepted accounting methods.

a. Finished goods and work-in-process

b. Materials, supplies, fuel, etc.

c. TOTAL inventories

Key code	End of 1999				Key code	End of 1998			
	Bil.	Mil.	Thou.	Dol.		Bil.	Mil.	Thou.	Dol.
621					671				
622					672				
623					673				

Item 5

SOURCES OF REVENUE — Report figures in whole dollars for the appropriate year. Enter "0" in items where applicable. Total revenue below should equal Total Revenue in Item 4A.

Report revenue by source in whole dollars. Do not combine data for two or more revenue lines.

Estimates are acceptable if book figures are not available.

Line 1 — Personal Computer Software — Report revenue from software developed primarily for non-network, stand-alone personal computers. Report all non-mainframe operating system software revenue in line 3.

Line 1a — Report revenue from software developed primarily for home-based use; examples include home-based education packages, game and entertainment software, and home productivity software, such as personal finance and personal creativity applications.

Line 1b — Report revenue from software developed primarily for general business use on non-network, stand-alone personal computers. Include word processing products, spreadsheet software, graphics design applications. Report revenue from operating system software for all non-mainframe platforms in line 3.

Line 1c — Report revenue from software developed primarily for industry-specific use on non-network, stand-alone personal computers. Include banking, health care, insurance, and engineering design software.

Line 2 — Enterprise Software — Report revenue from software developed primarily for network-based computers. Report revenue from mainframe computer software in line 5a, b, and c.

Line 2a — Report revenue from network-based software developed primarily for general business use.

Line 2b — Report revenue from software developed for network-based computers for industry-specific use.

Line 3 — Report revenue from operating systems and systems management software developed primarily for all non-mainframe platforms, including minicomputers, workstations, stand-alone PCs, LAN-based PCs, and client/server systems. Report revenue from mainframe-based operating systems packaged software in line 5a.

Line 4 — Report revenue from software developed primarily to facilitate business conducted over networks using open, non-proprietary communication protocols. Include web site management software, transaction processing software, internet security packages, and electronic software distribution (ESD) technology.

Line 5 — Mainframe Computer Software — Report revenue from software developed primarily for mainframe-based computers. Include revenue for software designed to run in a centralized fashion.

Line 6d — Internet access fees — Include revenue from Internet access providers supplying only internet access and revenue from subscription fees for online information services.

	Key code	1999				Key code	1998			
		Bil.	Mil.	Thou.	Dol.		Bil.	Mil.	Thou.	Dol.
1. Personal computer software revenue						774				
a. Consumer applications	724									
b. Cross-industry applications	725					775				
c. Vertical market applications	726					776				
d. Software development tools, languages, and utilities	727					777				
2. Enterprise software revenue										
a. Cross-industry applications	728					778				
b. Vertical market applications	729					779				
c. Software development tools, languages, and utilities	730					780				
3. Systems and systems management software revenue	731					781				
4. Electronic commerce enabling technologies and software	732					782				
5. Mainframe computer software revenue										
a. Operating systems software	733					783				
b. Database software	734					784				
c. Networking software	735					785				
6. Other services revenue										
a. Implementation and customization	736					786				
b. Software upgrades and maintenance	737					787				
c. Software user training	738					788				
d. Internet access fees	821					871				
e. Web site advertising	740					790				
f. Web hosting and design	916					966				
7. Other revenue	610					660				
TOTAL (Note — The sum of lines 1 through 7 should equal total revenue reported in Item 4A.)	006					056				

Item 6 PURCHASED EXPENSES		Key code	1999				Key code	1998			
Estimates are acceptable if book figures are not available.			Bil.	Mil.	Thou.	Dol.		Bil.	Mil.	Thou.	Dol.
a. Cost of purchased printing		620					670				
b. Cost of purchased software reproduction		742					792				
c. Cost of purchased programming services		743					793				

Item 7 NUMBER OF LOCATIONS		1999 Number		1998 Number			
Enter the total number of service locations covered by this report as of December 31, 1999 and 1998? →		0012			0062		

Item 8 OWNERSHIP OR CONTROL		0014 Name of owning or controlling company									
a. Does another firm own more than 50 percent of the voting stock or have the power to control the management and policies of this company? 0013 1 <input type="checkbox"/> Yes → 2 <input type="checkbox"/> No		Number and street									
		City, State, and ZIP Code									
		0015 → EIN									
b. Did this firm acquire or merge with another company during 1999 or 1998? 0016 1 <input type="checkbox"/> Yes → 2 <input type="checkbox"/> No		0017 Name of company acquired or merged with									
		Number and street									
		City, State, and ZIP Code									
		0018		Month	Year	0019 → EIN					

Item 9 REMARKS – Please use this space for any explanations that may be helpful in understanding your reported data. For any separate correspondence pertaining to this report, please include the IDENTIFICATION number shown in the address label area or at the top of the page.

0027

Public reporting burden for this collection of information is estimated to average 1.0 hour per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to: Associate Director for Finance and Administration; Attn: Paperwork Reduction Project; U.S. Census Bureau; Room 3104, FB 3; Washington, DC 20233-0001. PLEASE INCLUDE FORM NAME AND NUMBER IN ALL CORRESPONDENCE. Respondents are not required to respond to any information collection unless it displays a valid approval number from the Office of Management and Budget. This 8-digit number appears in the top right corner on the front of this form.

Item 10 CERTIFICATION – This report is substantially accurate and has been prepared in accordance with instructions.			
0020 Name of person completing this report – Please print	0021 Address (Number and street, city, State, ZIP Code)	0022 Telephone <div style="border-bottom: 1px solid black; display: flex; justify-content: space-between;"> Area code Number Extension </div>	
Signature of authorized person		0023 Fax number <div style="border-bottom: 1px solid black; display: flex; justify-content: space-between;"> Area code Number Extension </div>	
0024 Title	0025 Date	0026 E-mail Address	

Please return the completed form in the enclosed envelope.
If you prefer, you may fax the completed form to 1-800-447-4613.

SERVICE ANNUAL SURVEY INFORMATION SECTOR GENERAL INSTRUCTIONS

Your report should be completed and returned in the preaddressed envelope provided on or before the due date. If the report does not appear to apply to your kind of business or activity, describe your business or activity in item 1 and complete the remainder of the form as accurately as possible.

If filing within the required time frame will cause an undue burden and you would like an extension, or if you have any questions, please write to the

U.S. Census Bureau
1201 East 10th Street
Jeffersonville, IN 47132-0001

or call our Census Bureau representative in Jeffersonville, Indiana at 1-800-772-7851, weekdays from 8:30 a.m. to 5:00 p.m., eastern time.

Always include your identification number, located in the address label, in any correspondence.

**IF BOOK FIGURES ARE NOT AVAILABLE,
ESTIMATES ARE ACCEPTABLE.**

Please read all instructions before making your entries.

Report data for the calendar year(s) specified. If calendar year records are not available, we will accept fiscal year data. Please note, however, that we prefer estimates for the calendar year to book figures covering a different time period. Report all values in dollars (omit cents). Enter "0" in items where appropriate. Please do not combine data for two or more revenue lines.

For location(s) sold or acquired during the year(s) specified, report only for the period that the location(s) were operated by this firm.

SPECIFIC INSTRUCTIONS

Revenue

Report revenue for all services rendered and any sales of merchandise for the calendar year(s) specified, even though payment may have been received at a later date. Firms operating on a commission basis should report commissions, fees, and other operating income, not gross billings or sales.

Include –

- Total value of service contracts.
- Amounts received for work subcontracted to others.
- Market value of compensation in lieu of cash.
- Revenue from services performed by domestic locations for FOREIGN parent firms, subsidiaries, branches, etc.
- Dues and assessments from members and affiliates.
- Royalties, license fees, and other payments from the marketing of intangible products (e.g., licensing the use of or granting reproduction rights for software, musical compositions, and other intellectual property).

Exclude –

- Taxes (sales, amusement, occupancy, use, or other) collected directly from customers or clients and paid directly to a local, State, or Federal tax agency.
- Revenue from a domestic parent organization, or from franchise locations owned by others and any franchise or license fees.
- Rents from and revenue of separately operated departments, concessions, etc., which are leased to others.
- Revenue from customers for carrying or other credit charges.
- Commissions from vending machine operators.
- Revenue of foreign subsidiaries (those located outside the U.S., i.e., outside the 50 states, District of Columbia, U.S. Commonwealth Territories, or U.S. Possessions).
- Revenue from the sale of used equipment.
- Installment payments from leasing under capital, finance, or full-payout leases.
- Proceeds from the sale of real estate (land and buildings), investments, or other assets (except inventory held for resale).
- Contributions, gift, grants, and income from interest, rental of real estate, and dividends **except** for public broadcast stations and libraries.

THIS PAGE INTENTIONALLY LEFT BLANK